Observe the table below. You will find some sample questions filled for the entities using the 5Ws + HOW framework. Fill in the questions with blanks ----? with suitable questions that you would ask to know the situation better.

**Questions**

|  | **Client/Prospect** | **Investment fund** | **Securities** | **Investment horizon** | **Financial goals** |
| --- | --- | --- | --- | --- | --- |
| **Who?** | Who is the investor assigned to you?  Ans: Ms Alexandra Kolishnyick (aka Alexa), | Who is providing the funds?  Ans: Ms. Alexa has been saving money sent by her parents daily expense, so she herself would be providing the funds. | Who will decide on the securities?  Ans: Ms. ALexa | Who will decide the time period to hold a security?  Ans: Ms. Alexa | Who has decided financial goals?  Ans: Ms. Alexa |
| **What?** | What does the investor do for living?  Ans: Ms. Alexa is a student | What are the total funds that the client is willing to invest?  Ans: Ms. Alexa does not want to disclose the amount she wants to invest. | What are the securities that client is looking to invest in?  Ans: Ms. Alexa wants to invest on the stocks that show good returns and are stable. | What should be optimal investment horizon?  Ans: As per client instructions she wants to use the money after college so investment horizon could 3-5 years | What is the goal for this investment?  Ans: Ms. Alexa wants to use the returns from the invested amount to start NGO |
| **When?** | When the investor started earning/saving?  Ans: Ms. Alexa has been saving the money sent by her parents for daily expense till date. | When the client is willing start the investment?  Ans: Ms. Alexa has been very reserved and conservative, hence the information has not been disclosed. | When the client wants to invest in the securities?  Ans: Not Disclosed. | When does the client intend to withdraw the returns?  Ans: Ms. Alexa has not disclosed. | When the client wants the money to achieve her financial goals?  Ans: Ms. Alexa wants to use the returns from the investment after completing her college. |
| **Which?** | Which sector investor wants to invest?  Ans: Ms. Alexa is very conservative and wants to invest in stocks that show good return and are also stable. | Which type pf sector would bring good returns for the amount invested?  Ans: Focus should be more on the stocks that have shown good return and are expected to give the good return and are also very stable(Low risk). | Which of the securities will provide the best returns?  Ans: Stocks that have shown good return when compared with S&P500 index and are also very stable. | Which would be better investment horizon?  Ans: 3- 5 years | Which factors are important to achieved this goal?  Ans: Given the cause is very noble and would need lot of money, so it would be very important to identify stocks that have very good returns and very low risk. |
| **Where?** | Where is the investor from?  Ans: Ms. Alexa is from Ukraine and has been living in US since her schooling days. | Where the amount should be invested?  Ans: Stocks that show good return and are stable. | Where does the client wish to invest the available funds?  Ans: Ms. Alexa wants to invest on the stocks that are stable and show good returns. | Where the above mentioned investment horizon will lead?  Ans: It may help client to achieve her goal to start NGO | Where the returns from invested amount would be utilised?  Ans: Ms. Alexa wants to start NGO to support sub saharan african region. |
| **How?** | How old is the investor?  Ans: Ms. Alexa is very reserved and conservative. Age has not been disclosed. | How the investor has managed to get the funds for investing?  Ans: Ms. Alexa has been saving he money sent by her parents for daily expense since her schooling days. | How the different industries would be mapped under the securities?  Ans: Stocks from industries that show good return and are very stable. | How the investment horizon would be decided?  Ans: Ms. Alexa would decide the investment horizon. | How does the individual intend to use the returns from the investment?  Ans: Ms. Alexa wants to use returns to start NGO |

Complete the document with the relevant questions. You must provide an answer to each question using the information provided about the investor and the available securities in the videos.

**Answers**